

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Elementis Specialties

#### New Jersey Manufacturing Extension Program

#### NJMEP Helps Elementis Specialties to Obtain ISO Recertification

**Client Profile:**

Elementis Specialties, a worldwide manufacturer of colorants and additives for the coating industry, is located in Jersey City, New Jersey. Founded by Fred Daniels, the company earns an annual sales of \$240 million and employs 98 people.

**Situation:**

Elementis was facing potential issues with current and future clients if it did not upgrade to the new ISO standards. The company first learned of the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, through an introductory cold call and subsequently sought assistance with its ISO upgrade.

**Solution:**

NJMEP's field agent determined the company's specific requirements and selected Prism e-Solutions as the third-party resource. NJMEP coordinated and managed the project which Elementis needed to complete in order to maintain ISO certification. The six-month project resulted in the successful ISO recertification of Elementis Specialties. Key department managers and the plant manager participated directly. Quantifiable results of the undertaking included full employee retention and an estimated cost savings of \$200,000. All elements of the operation were reviewed, leading to improvements in sales, lead times and safety. Elementis plans to maintain contact with NJMEP, and currently the company is reviewing information regarding various training programs, including Lean. Future plans will incorporate NJMEP as the need arises.

**Results:**

- \* Achieved ISO recertification.
- \* Estimated cost savings of \$200,000.
- \* Improved sales, lead times and safety.
- \* Retained all employees.

**Testimonial:**

"It was a pleasure working with the professionals of NJMEP and Prism. They worked hard to meet our schedules and interfaced with our staff almost as if they had worked with them a very long time. Their help was invaluable in helping us upgrade our ISO registration. They made what we thought would be a difficult task into a pleasurable experience. They are truly professional, no-nonsense guys. We like that."

Paul Connelie, Plant Manager

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field